
APPENDIX C

FORMATS FOR FINANCIAL PROPOSAL

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Note: The Offeror will find instructions for the completion of these forms in the RFP Main Document as well as other appendices of this RFP. The Offeror will only complete and submit Phase I forms during the Phase I submission, and will only complete and submit Phase II forms during the Phase II submission.

PHASE I SUBMITTAL REQUIREMENTS

1. SOURCES OF FUNDS

AF Property Values * (show values for each parcel \$ _____
and methodology for determining each value in
attached sheets)

Area A	\$ _____
Lawndale Annex	\$ _____
Sun Valley	\$ _____

Local Government Financial Participation, if any \$ _____
(attach correspondence and explanations)

Other Financial Sources (explain) \$ _____

1. Debt (attach prelim. term sheets and prelim. financing commitment letters)
2. Equity (attach explanation of source, term sheets, prelim. commitment letters, if appropriate [third party])
3. Other

	Number of Years	\$ per Year
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AF Lease (Total) (attach term sheets)	\$ _____	_____	\$ _____
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TOTAL SOURCES OF FUNDS \$ _____

2. USES OF FUNDS (Include in below totals, costs for all items/options in para. 4 below)

Project Base Bid (580K SF Facility(ies)) \$ _____

3. CASH DIFFERENTIAL (if applicable)

Project Base Bid (580K SF Facility(ies)) \$ _____

* El Segundo, Lawndale Annex, and Sun Valley

4. * ADDITIVE/DELETIVE PRICING OPTIONS (INCLUDED IN ALL PROJECT TOTALS)

* The Offeror may propose additional deletive items in addition to those shown here.

Deletive Items

Rough Estimate of the deletive items #1-9 (section H)
Item 10 (Section H)
Item 11 (Section H)

AMOUNT

\$ _____
\$ _____
\$ _____

PHASE II SUBMITTAL REQUIREMENTS

B. DETAILED SOURCES AND USES OF FUNDS - GOVERNMENT FACILITIES

Sources of Funds

AF Property Values		\$ _____
- El Segundo	\$ _____	
- Hawthorne	\$ _____	
- Sun Valley	\$ _____	
Local Government Financial Participation, if any		\$ _____
- El Segundo	\$ _____	
- Hawthorne	\$ _____	
- Other	\$ _____	
TOTAL SOURCES OF FUNDS		\$ _____

Uses of Funds – Basic Project (580KSF Facility)

Government Facilities

Facilities	\$ _____	
Parking Structure	\$ _____	
Util./Roads/Phasing	\$ _____	
Ball field	\$ _____	
Pre-Eng. Bldg.	\$ _____	
Other Development Costs	\$ _____	
TOTAL DEVELOPMENT COSTS (USES OF FUNDS), BASIC PROJECT		\$ _____

Cash Differential (if applicable)

Base Bid Project (580KSF Facility)	\$ _____
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C. SUMMARY OF TOTAL SMC DEVELOPMENT COSTS

Basic Project 580K SF Facility)

Hard Costs	<u>AMOUNT</u>	<u>Dollars Per</u> <u>SQ. FT</u>
Infrastructure Costs	\$ _____	\$ _____
Demolition Costs	\$ _____	\$ _____
Construction Costs	\$ _____	\$ _____
Landscaping	\$ _____	\$ _____
Contingency	\$ _____	\$ _____
 Total Hard Costs	 \$ _____	 \$ _____
 Soft Costs	 <u>AMOUNT</u>	 <u>Dollars Per</u> <u>SQ. FT</u>
Construction Period Interest	\$ _____	\$ _____
Architectural/Engineering	\$ _____	\$ _____
Design Fees	\$ _____	\$ _____
Legal and Accounting	\$ _____	\$ _____
Insurance	\$ _____	\$ _____
Consultant Fees	\$ _____	\$ _____
Development Fees	\$ _____	\$ _____
Financing Transaction Fees	\$ _____	\$ _____
Commissions	\$ _____	\$ _____
Reserves	\$ _____	\$ _____
Contingency	\$ _____	\$ _____
 Total Soft Costs	 \$ _____	 \$ _____
 <u>TOTAL DEVELOPMENT COSTS</u>	 \$ _____	 \$ _____

D. SUMMARY - LIFE CYCLE COSTS ASSUMPTIONS

Building Component	Estimated Life	Unit Cost/Base Year
Carpeting	_____ (years)	\$ _____
Floor Covering	_____ (years)	\$ _____
Roofing	_____ (years)	\$ _____
HVAC System	_____ (years)	\$ _____
Water Heater	_____ (years)	\$ _____
Exterior Painting	_____ (years)	\$ _____
Utility & Structural System	_____ (years)	\$ _____
Landscaping	_____ (years)	\$ _____
Recreational Areas	_____ (years)	\$ _____
Other: (Please list)	_____ (years)	\$ _____

E. DEVELOPMENT BUDGET PARAMETERS - Private Developments By Type of Project and By Phase

	<u>Area A</u>	<u>Lawndale</u>	<u>Other Site(s)</u>
Land Area (SF)	_____ SF	_____ SF	_____ SF
Proposed New Construction (SF)	_____ SF	_____ SF	_____ SF
Floor Area Ratio	_____	_____	_____

Hard Costs

<i>Sitework Costs 1/ (\$ psf of land area)</i>	\$_____/SF	\$_____/SF	\$_____/SF
<i>Structure Costs 2/ (\$ per building SF)</i>	\$_____/SF	\$_____/SF	\$_____/SF
SUBTOTAL- HARD COSTS	\$_____/SF	\$_____/SF	\$_____/SF

Soft Costs 3/

(____% of hard costs) (____% of hard costs) (____% of hard costs)

TOTAL DEVELOPMENT COSTS (\$ per building SF) \$_____/SF \$_____/SF \$_____/SF

1/ Sitework Costs include Testing, Demolition/Removal, Clearing/Cut & Fill, Stormwater, Sanitary Sewers, Water, Electricity, Paving, Landscaping, Signage, Contingencies and Other Costs

2/ Structure Costs include Base Building Costs, Parking Structure (if any), Contingencies, and other costs

3/ Soft Costs include Survey Costs, Real Estate Taxes, Impact Fees, Permits, Tap/Connect Fees, Insurance, Bonds, Design Fees, Developer Overhead, Developer Fees, Legal and Accounting Fees, Financing Fees, Construction Interest, Marketing Costs, Administrative Costs, Contingencies and other costs

F. NET OPERATING INCOME STATEMENT - Private Developments by Type of Project and by Location

	<u>Area A</u>	<u>Lawndale</u>	<u>Other Site(s)</u>
<u>Operating Revenues</u>			
Aggregate Rents <i>(disaggregate rents for each use, location)</i>	\$ _____	\$ _____	\$ _____
<u>Plus: Other income</u>	\$ _____	\$ _____	\$ _____
Aggregate Gross Income	\$ _____	\$ _____	\$ _____
<u>Less: Vacancy</u>	_____ %	_____ %	_____ %
Effective Gross Income	\$ _____	\$ _____	\$ _____
<u>Operating Expenses</u> ^{1/}	\$ _____	\$ _____	\$ _____
<u>Less: Reimbursed Operating Expenses</u>	_____ % of EGI	_____ % of EGI	_____ % of EGI
Unreimbursement Operating Expenses	\$ _____	\$ _____	\$ _____
Net Operating Income	\$ _____	\$ _____	\$ _____
<u>Gross Building Area</u>	_____ SF	_____ SF	_____ SF
Total Net Operating Income	\$ _____	\$ _____	\$ _____

^{1/} Operating Expenses Include: Common Area Maintenance, Insurance, Real Estate Taxes, Utilities, Capital Reserves; and, Management, Marketing and Leasing Fees.

G. PROJECT CASH FLOW STATEMENT - Private Developments by Phase

	<u>NPV</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>
TOTAL NOI (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Annual Debt Service (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Before Tax Cash Flow (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Pre-Tax Equity Returns (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
IRR (%)	_____ %				
Net CF (residual land value) (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Discount Rate (%)	_____ %				
Net Present Value (\$)	\$ _____				

Permanent Debt Financing - by Phase

Loan to Value Ratio (%)	_____ %
Mortgage Amount (\$)	\$ _____
Interest Rate (%)	_____ %
Amortization Period (months)	_____
Payment (\$)	\$ _____

PROJECT CASH FLOW STATEMENT – (Continued)

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
TOTAL NOI (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Annual Debt Service (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Before Tax Cash Flow (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Pre-Tax Equity Returns (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Net CF (residual land value) (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

PROJECT CASH FLOW STATEMENT – (Continued)

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
TOTAL NOI (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Annual Debt Service (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Before Tax Cash Flow (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Pre-Tax Equity Returns (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Net CF (residual land value) (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

PROJECT CASH FLOW STATEMENT – (Continued)

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
TOTAL NOI (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Annual Debt Service (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Before Tax Cash Flow (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
<u>Less: Pre-Tax Equity Returns (\$)</u>	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Net CF (residual land value) (\$)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

PROJECT CASH FLOW STATEMENT – (Continued)

	<u>2021</u>	<u>2022</u>
TOTAL NOI (\$)	\$ _____	\$ _____
<u>Less: Annual Debt Service (\$)</u>	\$ _____	\$ _____
Before Tax Cash Flow (\$)	\$ _____	\$ _____
<u>Less: Pre-Tax Equity Returns (\$)</u>	\$ _____	\$ _____
Net CF (residual land value) (\$)	\$ _____	\$ _____

H. * DELETIVE PRICING OPTIONS

**The Offeror may propose additional deletive items in addition to those shown here.
Offeror may add additional entries as necessary.*

Deletive Item	<u>AMOUNT</u>
1. Value Engineer Communication Pre-Wiring	\$ _____
2. Softball Field	\$ _____
3. Pre-Engineering Metal Warehouse	\$ _____
4. Raised Floor in Work Area	\$ _____
5. Reduce SCIF space by 18,000SF	\$ _____
6. Value Engineer Building System (HVAC, Elevators, Landscaping)	\$ _____
7. Systems Furniture	\$ _____
8. Communication Switch	\$ _____
9. Exterior Communications Plant	\$ _____
10. LAAFB Gas Station – Demolish and Replace	\$ _____
11. LAAFB Gas Station – Demolish	\$ _____

Deleted # 5 -Performance bond and # 7 - Club Ballroom and renumbered

Additional Item Proposed by Offeror	\$ _____
Additional Item Proposed by Offeror	\$ _____
Additional Item Proposed by Offeror	\$ _____

I. LIFE CYCLE COSTS ANALYSIS *(Offeror shall provide lifecycle costs and NPVs for Base Bid and Deletive Options listed in the above sections. Offeror shall add items to this chart as necessary)*

	<u>NPV @</u>	<u>%</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>
Item #1	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

Item #2	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #3	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #4	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #5	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #6	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #7	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #8	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #9	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #10	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

Item #1	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #2	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #3	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #4	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #5	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #6	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #7	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #8	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #9	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #10	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

LIFE CYCLE COSTS ANALYSIS – (Continued)

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
Item #1	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #2	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

Item #3	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #4	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #5	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #6	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #7	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #8	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #9	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #10	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

LIFE CYCLE COSTS ANALYSIS – (Continued)

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Item #1	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #2	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #3	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #4	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #5	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #6	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #7	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #8	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #9	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #10	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

LIFE CYCLE COSTS ANALYSIS – (Continued)

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Item #1	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #2	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #3	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #4	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #5	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #6	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #7	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #8	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #9	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #10	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

**LIFE CYCLE COSTS ANALYSIS –
(Continued)**

	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>
Item #1	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #2	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #3	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #4	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #5	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #6	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #7	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #8	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #9	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #10	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

LIFE CYCLE COSTS ANALYSIS – (Continued)

	<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>
Item #1	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #2	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #3	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #4	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #5	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #6	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #7	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #8	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #9	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Item #10	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

LIFE CYCLE COSTS ANALYSIS – (Continued)

	<u>2031</u>	<u>2032</u>
Item #1	\$ _____	\$ _____
Item #2	\$ _____	\$ _____
Item #3	\$ _____	\$ _____
Item #4	\$ _____	\$ _____
Item #5	\$ _____	\$ _____
Item #6	\$ _____	\$ _____
Item #7	\$ _____	\$ _____
Item #8	\$ _____	\$ _____
Item #9	\$ _____	\$ _____
Item #10	\$ _____	\$ _____